

Use of Forage Quality Tests

By: Tom Keene

FORAGES

- AFGC
- NHA
- NFTA

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Always Sample

- Whether for Your Own Use
- KY
- For Sale Product (Especially Dairy)
- Does Price Depend on Test Results?

Proper Sampling Mandatory

- Same Cutting
- Same Storage
- Same Lot of Hay
- Proper Coring
- Appropriate Number of Cores
- Handling/Size of Sample
- Sending Sample

Who Chooses the lab?

- Buyer
- Seller
- Nutritionist

Always Try to Agree on NFTA Certified Lab

- Call and Ask?
- foragetesting.com
- Last Year of Certification
- Wet Chemistry
- NIRS
- Both

Lab Request

- Save Sample
- Split Sample
- Use NFTA Reference Methods
- Verbilize Concerns
- Comparisons

What are the expected results?

- CP
- RFV
- TDN
- ADF
- NDF
- NDFD
- RFQ
- Calcium
- Phosphorus
- Moisture/DM
- NEL
- NEM
- Nitrates
- Other

Disputes

- How are they rectified?
 - Retest
 - Credit
 - Move Load Elsewhere
 - Non-Payment
 - Arbitrator
- The buyer has the upper hand
- Can agreement be reached?

Summary

- Always Sample
- What are You Sampling for.....?
- Agree on Lab (if possible)
- NFTA Certified (Mandatory)
- Make Your Concerns Known
- Prevention/It's worth it



Green is Good

Brown is bad